



**55 W. Ames Ct., Ste. 400  
Plainview, NY 11803**

**As of May 27, 2010**

**ADENDUM**

**Workers' Compensation and Business Owners' Policies:**

Accounts written by the INDEPENDENT AGENT via the INDEPENDENT AGENT'S own marketing efforts, the commission on first year and subsequent renewal years shall be 50% of the gross commissions paid by the carrier or other distribution channels (i.e. managing general agencies), to the AGENCY and shall not include any bonuses, overrides, or other incentives.

**Group Benefits:**

Accounts sold and renewed by the INDEPENDENT AGENT through the INDEPENDENT AGENT'S own marketing efforts but serviced by the AGENCY, the commission on first year and subsequent renewal years shall be 70% of the gross commissions paid by the carrier or other distribution channel (i.e. managing general agencies, etc.) and shall not include any bonuses, overrides, or other incentives. The INDEPENDENT AGENT shall be entitled to receive their portion of the commission paid directly to them by the carrier, if available.

Accounts written by the INDEPENDENT AGENT through their own marketing efforts and placed through the office of the AGENCY strictly as a wholesaler but not serviced by the AGENCY shall receive 100% of the new and renewal commissions and shall not include any bonuses, overrides, or other incentives. The INDEPENDENT AGENT shall be entitled to receive their portion of the commission paid directly to them by the carrier, if available.

Accounts written by a licensed officer of the AGENCY acting on behalf of the INDEPENDENT AGENT via the marketing efforts of the INDEPENDENT AGENT shall receive a commission split of 50% of the gross commission paid to the agency or other distribution channel (i.e. managing general agencies, etc.) on new and renewal business to the INDEPENDENT AGENT and shall not include any bonuses, overrides, or other incentives. The INDEPENDENT AGENT shall be entitled to receive their portion of the commission paid directly to them by the carrier, if available.

**Life Insurance, Disability, and Long Term Care Insurance:** Upon Request